

LAMPIRAN

Lampiran 1: Kuesioner Penelitian

" Pengaruh *Word Of Mouth*, Kualitas Pelayanan Dan Kualitas Produk Terhadap Keputusan Pembelian Pelanggan *Lasonas coffee shop and eatery Sidoarjo* "

A. PRAKATA

Assalammu'alaikum Wr. Wb.

Sehubungan dengan penyelesaian penelitian dalam menempuh mata kuliah Skripsi yang sedang saya lakukan di Program Studi Administrasi Bisnis Tahun 2022, maka saya memohon Bapak/Ibu/Sdr untuk dapat membantu mengisi pernyataan dalam kuesioner ini. Atas kesediaan dan kerjasamanya, saya ucapkan terima kasih.

Wassalammu'alaikum Wr.Wb.

B. Identitas Responden

1. Nama :[Boleh tidak dituliskan]
2. Jenis Kelamin : Laki-laki, Perempuan
3. Pendidikan:
 SLTA, Diploma, S1, Lainnya
4. Informasi terkait *Lasonas coffee shop and eatery Sidoarjo* diperoleh dari:
 Teman,
 Saudara,
 Media Sosial,
 Komunitas

C. Pernyataan Aspek yang Diteliti

Pilihlah jawaban dengan memberi tanda centang pada salah satu jawaban pada kolom yang tersedia yang paling sesuai dengan keadaan Anda saat ini. Adapun penilaian akan dilakukan untuk mengukur tingkat kesetujuan Anda dengan pernyataan yang diberikan.

- 1) Jawaban Sangat Setuju (SS), dengan nilai 5
- 2) Jawaban Setuju (S), dengan nilai 4
- 3) Jawaban Netral / Tidak Tahu (N), dengan nilai 3
- 4) Jawaban Tidak Setuju (TS), dengan nilai 2
- 5) Jawaban Sangat Tidak Setuju (STS), dengan nilai 1

No.	Pernyataan	Jawaban				
		SS	S	N	TS	STS
Variabel Word of Mouth						
Indikator <i>Talkers</i>						
1.	Saya sangat percaya dengan orang yang memberitahu tentang <i>Lasonas coffee shop and eatery Sidoarjo</i>					
2.	Orang yang memberitahu tentang <i>Lasonas coffee shop and eatery Sidoarjo</i> dapat meng gambarkannya dengan baik.					
Indikator <i>Topics</i>						
3.	Menurut informasi ke saya menu-menu <i>Lasonas coffee shop and eatery Sidoarjo</i> memiliki kualitas tinggi.					
4.	Informasi/promosi yang dibuat <i>Lasonas coffee shop and eatery Sidoarjo</i> menarik.					
Indikator <i>Tools</i>						
5.	<i>Lasonas coffee shop and eatery Sidoarjo</i> aktif dalam memberikan informasi kepada pelanggan.					
6.	<i>Lasonas coffee shop and eatery Sidoarjo</i> aktif memberikan informasi mengenai program promosi menunya.					
Indikator <i>Taking Part</i>						
7.	<i>Lasonas coffee shop and eatery Sidoarjo</i> sangat peduli dengan pelanggan dengan memberi edukasi/informasi terkait komposisi dan resep menu.					
8.	<i>Lasonas coffee shop and eatery Sidoarjo</i> sangat peduli dengan komunitas pelanggan dengan memberikan beberapa kemudahan informasi.					
Indikator <i>Tracking</i>						
9.	Varian menu <i>Lasonas coffee shop and eatery Sidoarjo</i> bervariasi.					
10.	<i>Lasonas coffee shop and eatery Sidoarjo</i> sangat menerima masukan dan saran dari konsumen.					
Kualitas Pelayanan						
<i>Reability</i> (Keandalan)						
1.	Karyawan <i>Lasonas coffee shop and eatery Sidoarjo</i> memiliki kemampuan dalam mengolah					

No.	Pernyataan	Jawaban				
		SS	S	N	TS	STS
	menu makanan dan minuman yang disajikan					
2.	Karyawan <i>Lasonas coffee shop and eatery Sidoarjo</i> cekatan dalam menangani kebutuhan dan pesanan anda					
Responsiveness (Daya Tanggap)						
3.	Saya tidak terlalu lama mengantri dalam memesan makanan atau minuman					
4.	Karyawan <i>Lasonas coffee shop and eatery Sidoarjo</i> tidak membiarkan anda berdiri lama ketika tempat penuh					
Assurance (Jaminan)						
5.	<i>Lasonas coffee shop and eatery Sidoarjo</i> menjaga kebersihan dan kesegaran makanan dan minuman					
6.	Anda merasa aman dan nyaman pada saat berada di <i>Lasonas coffee shop and eatery Sidoarjo</i>					
Empathy (Empati)						
7.	Karyawan <i>Lasonas coffee shop and eatery Sidoarjo</i> memberikan perhatian khusus kepada anda dan selalu bersikap sopan dan sabar					
8.	Karyawan <i>Lasonas coffee shop and eatery Sidoarjo</i> memberikan pelayanan yang baik tanpa memandang status sosial					
Tangible (Bukti Fisik)						
9.	<i>Lasonas coffee shop and eatery Sidoarjo</i> merupakan rumah makan yang nyaman dengan fasilitas serta peralatan yang bersih dan rapi					
10.	Karyawan rumah makan <i>Lasonas coffee shop and eatery Sidoarjo</i> berpenampilan bersih, rapi dan menarik					
Variabel Kualitas Produk						
Indikator Sesuai dengan kepuasan						
1.	Saya merasa puas dengan produk di <i>Lasonas coffee shop and eatery Sidoarjo</i>					
2.	Saya puas dengan <i>Lasonas coffee shop and eatery Sidoarjo</i> karena sesuai dengan keinginan saya					
Indikator Memiliki daya tahan lama						

No.	Pernyataan	Jawaban				
		SS	S	N	TS	STS
3.	Informasi terkait <i>Lasonas coffee shop and eatery Sidoarjo</i> membuat saya selalu mengingatnya.					
4.	Bahan menu di <i>Lasonas coffee shop and eatery Sidoarjo</i> memiliki jenis bahan yang berkualitas					
Indikator Keandalan sesuai dengan kebutuhan						
5.	<i>Lasonas coffee shop and eatery Sidoarjo</i> sesuai dengan kebutuhan saya					
6.	<i>Lasonas coffee shop and eatery Sidoarjo</i> menjadikan kebutuhan saya di saat cuaca lagi panas					
Pembeli mudah mendapatkan produk						
7.	<i>Lasonas coffee shop and eatery Sidoarjo</i> banyak pilihan menu sehingga saya mudah menentukan pilihan sesuai keinginan					
8.	Saya mudah memesan menu <i>Lasonas coffee shop and eatery Sidoarjo</i> melalui pesan aplikasi ojek online					
Indikator Desain sesuai dengan kesukaan						
9.	Tampilan desain interior <i>Lasonas coffee shop and eatery Sidoarjo</i> memiliki daya tarik yang dapat mempengaruhi daya beli konsumen					
10.	Tampilan menu <i>Lasonas coffee shop and eatery Sidoarjo</i> sangat bervariasi					
Variabel Keputusan Pembelian						
1	Kemantapan pada sebuah produk.					
2	Konsumen telah mempertimbangkan dengan baik sebelum membeli.					
3	Kebiasaan dalam membeli produk					
4	Konsumen memutuskan membeli karena telah berpengalaman sebelumnya.					
5	Memberikan rekomendasi kepada orang lain					
6	Konsumen memutuskan pembelian produk karena saran atau ajakan dari konsumen lain yang telah berpengalaman.					
7	Konsumen melakukan pembelian ulang.					
8	Konsumen melakukan pembelian produk kembali					

No.	Pernyataan	Jawaban				
		SS	S	N	TS	STS
	karena pertimbangan harga,					
9	Konsumen melakukan pembelian produk karena kualitas dari produk.					
10	Konsumen melakukan pembelian produk karena kualitas pelayanannya.					

Lampiran 2: Kartu Bimbingan



UNIVERSITAS 17 AGUSTUS 1945 (UNTAG) SURABAYA
FAKULTAS ILMU SOSIAL DAN ILMU POLITIK

Program Studi : Adm. Publik, Adm. Bisnis, Ilmu Komunikasi, Magister Adm. Publik, Doktor Ilmu Adm.
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KARTU BIMBINGAN SKRIPSI

Nama : Pawit
 NBI : 1121800066
 Program Studi : Administrasi Negara
 Dosen Pembimbing I : Dra. Sri Andayani, MM
 Dosen Pembimbing II : Dra. Awin Mulyati, MM
 Judul Skripsi : Pengaruh Word Of Mouth, Kualitas Pelayanan, Dan Kualitas Produk Terhadap Keputusan Pembelian Pelanggan di Lasonas Coffee Sidoarjo

No	Tanggal	Saran/Perbaikan	Pembimbing	
			Paraf Dospem 1	Paraf Dospem 2
1	26-10-2022	Bab I, II Perbaiki Rumusan Masalah, Matriks saat penulisan, Perbaiki Persamaan dan beda penelitian, Perbaiki landasan teori	-	
2	3-10-2022	Bab I, II, Aee Bab III Aee lanjut Pemb I.	-	
3	14-10-2022	Bab I & II Perbaiki		
4	29/11-2022	Bab I, Aee		
		Bab Bab III / Revisi		
5	1/12/2022	Bab IV Aee / Revisi		
6	9/12/2022	⊕ Uji Regresi Linear Berganda, ⊕ Data Tabulasi jawaban responden / kuesioner variabel, Perbaiki Pembahasan ; ⊕ Data tentang Objek Studi		
7	10/12/2022	Bab I s/d III Aee		
8	14/12/22	Perbaiki penyusunan letak Validitas cerita		

Lampiran 3: Rekapitulasi Hasil Pengumpulan Kuesioner

a. Variabel WOM (X1)

Kode	X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	X1.7	X1.8	X1.9	X1.10	Total X1	Rata-rata
R1	2	2	1	1	2	1	2	2	2	2	17	1,70
R2	3	2	2	2	3	3	1	1	1	4	22	2,20
R3	3	3	3	2	2	1	2	1	1	3	21	2,10
R4	3	3	2	2	1	1	1	1	3	3	20	2,00
R5	5	4	4	4	4	4	3	3	3	3	37	3,70
R6	4	4	3	2	3	4	4	3	2	1	30	3,00
R7	3	4	3	3	4	2	3	4	3	4	33	3,30
R8	5	4	4	3	1	1	1	1	2	3	25	2,50
R9	4	2	4	5	5	5	5	5	5	5	45	4,50
R10	4	3	3	4	1	1	1	1	1	1	20	2,00
R11	5	3	5	4	4	4	5	4	4	5	43	4,30
R12	3	3	2	2	1	1	1	1	1	1	16	1,60
R13	3	5	4	4	3	4	4	4	4	4	39	3,90
R14	3	3	3	2	2	2	2	2	2	1	22	2,20
R15	4	3	5	5	5	4	5	5	5	5	46	4,60
R16	4	4	1	1	1	1	2	2	2	2	20	2,00
R17	4	5	4	5	4	4	4	5	5	4	44	4,40
R18	4	4	1	1	1	2	2	2	2	3	22	2,20
R19	5	5	4	5	4	5	4	4	4	4	44	4,40
R20	4	4	3	3	3	3	3	3	2	2	30	3,00
R21	4	5	5	5	5	5	5	4	4	4	46	4,60
R22	5	5	4	4	4	3	3	3	2	2	35	3,50
R23	5	4	5	5	5	4	5	5	5	4	47	4,70
R24	3	3	3	2	2	2	2	3	2	3	25	2,50
R25	5	3	5	4	4	4	4	5	5	5	44	4,40
R26	3	4	4	2	1	1	1	1	2	1	20	2,00
R27	5	5	4	4	5	5	4	4	5	5	46	4,60
R28	5	5	3	3	3	1	1	1	2	2	26	2,60
R29	4	4	5	5	4	4	4	4	5	4	43	4,30
R30	4	4	4	4	4	4	4	4	4	4	40	4,00
R31	4	3	3	3	2	1	1	1	1	1	20	2,00
R32	4	4	2	2	1	1	1	1	1	3	20	2,00
R33	4	4	4	5	5	5	5	4	4	5	45	4,50
R34	4	2	3	4	3	2	3	2	3	2	28	2,80
R35	5	4	4	5	5	4	5	4	5	5	46	4,60
R36	3	3	4	2	1	1	2	2	2	2	22	2,20
R37	3	3	3	3	3	3	3	3	3	3	30	3,00
R38	3	5	5	5	4	4	4	5	4	5	44	4,40
R39	4	4	4	4	4	4	4	4	4	4	40	4,00

Kode	X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	X1.7	X1.8	X1.9	X1.10	Total X1	Rata-rata
R40	4	3	4	5	5	4	4	4	4	4	41	4,10
R41	4	5	5	4	3	3	3	4	3	2	36	3,60
R42	3	2	4	4	4	4	4	4	3	3	35	3,50
R43	4	5	5	5	5	5	5	5	4	4	47	4,70
R44	2	3	3	3	2	3	3	3	3	3	28	2,80
R45	5	4	5	4	4	5	5	3	5	4	44	4,40
R46	4	3	3	4	1	1	1	2	2	3	24	2,40
R47	4	5	4	5	4	4	3	5	4	5	43	4,30
R48	3	3	3	3	3	3	3	3	3	3	30	3,00
R49	4	4	4	4	4	4	5	5	5	4	43	4,30
R50	5	5	1	2	2	2	3	2	3	2	27	2,70
R51	4	4	3	5	5	4	4	5	5	4	43	4,30
R52	4	5	5	4	4	5	4	5	4	5	45	4,50
R53	4	4	2	2	2	2	3	3	2	3	27	2,70
R54	4	4	4	4	4	4	4	4	4	4	40	4,00
R55	5	5	4	3	3	3	4	3	3	3	36	3,60
R56	3	4	5	4	5	5	4	4	5	4	43	4,30
R57	5	4	5	5	5	4	5	5	5	5	48	4,80
R58	4	5	5	5	5	5	5	5	5	5	49	4,90
R59	4	4	5	4	3	3	3	3	2	2	33	3,30
R60	5	5	5	5	4	5	5	5	5	5	49	4,90
R61	5	5	4	3	4	4	3	3	3	2	36	3,60
R62	4	5	5	5	4	5	5	5	5	5	48	4,80
R63	3	3	3	3	3	4	4	3	3	3	32	3,20
R64	4	4	5	4	5	4	5	5	4	4	44	4,40
R65	4	4	3	3	3	3	2	2	2	2	28	2,80
R66	5	4	5	5	4	5	5	5	4	5	47	4,70
R67	5	4	4	5	5	5	5	5	4	5	47	4,70
R68	3	3	3	3	2	1	1	1	2	3	22	2,20
R69	4	5	5	5	4	4	5	5	4	5	46	4,60
R70	5	5	5	5	5	5	5	5	5	5	50	5,00
R71	5	5	4	5	5	4	5	5	4	5	47	4,70
R72	5	5	5	4	5	5	5	5	5	5	49	4,90
R73	3	4	3	3	3	3	3	3	2	2	29	2,90
R74	5	4	4	5	5	5	5	5	4	4	46	4,60
R75	5	4	4	3	3	3	3	3	3	3	34	3,40
R76	4	4	4	4	4	4	4	4	4	4	40	4,00
R77	4	5	5	5	4	5	5	5	5	5	48	4,80
R78	5	5	3	4	3	3	3	3	2	2	33	3,30
R79	5	5	5	5	4	5	5	4	5	5	48	4,80
R80	5	5	3	3	3	2	3	3	3	3	33	3,30
R81	4	5	5	4	5	4	5	4	5	5	46	4,60

Kode	X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	X1.7	X1.8	X1.9	X1.10	Total X1	Rata-rata
R82	3	5	5	5	4	5	5	5	5	5	47	4,70
R83	5	5	5	5	5	5	5	5	5	5	50	5,00
R84	5	5	3	4	3	3	4	3	4	3	37	3,70
R85	4	5	5	5	4	5	4	5	4	5	46	4,60
R86	5	4	4	5	5	5	5	5	5	5	48	4,80
R87	4	3	3	3	2	2	2	3	2	2	26	2,60
R88	3	3	3	5	3	5	4	4	5	5	40	4,00
R89	4	5	4	5	4	5	4	5	5	5	46	4,60
R90	4	3	3	2	2	3	3	3	4	1	28	2,80
R91	5	4	4	4	5	5	4	5	5	5	46	4,60
R92	5	4	5	4	5	4	5	5	5	5	47	4,70
R93	4	4	3	4	3	5	3	4	4	5	39	3,90
R94	4	5	5	5	5	4	5	4	4	5	46	4,60
R95	4	4	5	5	4	4	4	5	5	5	45	4,50
R96	5	4	4	4	4	4	4	3	4	4	40	4,00
Total	392	386	367	366	337	336	343	343	340	348	3558	356

Keterangan:

Berdasarkan data variabel Kualitas Produk diatas, nampak dari jawaban responden pada indikator X1.1 (Saya sangat percaya dengan orang yang memberitahu tentang *Lasonas coffee shop and eatery Sidoarjo*) memiliki nilai yang tertinggi.

Variabel Kualitas Pelayanan (X2)

Kode	X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	X2.7	X2.8	X2.9	X2.10	Total X1	Rata-rata
R1	2	2	2	3	2	3	2	3	3	1	23	2,30
R2	2	3	2	3	4	4	3	3	2	2	28	2,80
R3	3	3	2	2	2	3	3	3	3	3	27	2,70
R4	2	3	3	2	2	2	2	2	2	2	22	2,20
R5	3	3	2	2	2	2	2	2	2	2	22	2,20
R6	1	1	1	1	1	1	2	3	3	2	16	1,60
R7	5	5	4	4	4	3	4	4	3	5	41	4,10
R8	3	4	4	3	3	3	3	2	2	2	29	2,90
R9	4	4	4	4	5	4	4	5	4	4	42	4,20
R10	1	3	3	3	3	2	2	3	2	2	24	2,40
R11	4	5	5	4	3	3	4	3	4	5	40	4,00
R12	3	3	2	2	2	2	2	4	4	3	27	2,70
R13	4	4	4	5	3	5	4	5	5	5	44	4,40
R14	1	1	2	2	2	2	2	2	2	2	18	1,80
R15	4	5	5	4	4	4	5	5	5	4	45	4,50
R16	2	2	3	3	3	3	4	4	4	4	32	3,20
R17	4	5	4	5	5	5	4	5	4	5	46	4,60
R18	3	3	3	3	2	2	2	2	2	2	24	2,40
R19	4	4	5	4	4	5	5	5	5	5	46	4,60
R20	2	2	3	1	3	2	4	3	2	2	24	2,40
R21	5	5	5	4	4	4	5	4	4	4	44	4,40
R22	3	2	3	3	1	1	1	3	2	3	22	2,20
R23	5	5	5	5	4	4	5	5	4	4	46	4,60
R24	3	3	4	3	3	2	1	2	2	3	26	2,60
R25	5	4	4	5	5	5	5	5	4	5	47	4,70
R26	1	3	2	3	3	3	3	3	3	2	26	2,60
R27	5	4	5	4	4	5	5	5	4	4	45	4,50
R28	3	1	3	3	3	4	5	4	3	3	32	3,20
R29	5	5	5	4	4	3	5	5	5	5	46	4,60
R30	4	4	4	4	4	4	4	4	4	4	40	4,00
R31	2	2	2	2	3	3	2	2	2	2	22	2,20
R32	3	3	3	3	2	2	3	3	2	3	27	2,70
R33	5	5	4	5	5	5	4	5	4	4	46	4,60
R34	3	3	2	2	3	2	3	2	3	3	26	2,60
R35	5	5	5	4	4	5	4	4	5	5	46	4,60
R36	2	3	3	3	3	3	2	2	2	2	25	2,50
R37	3	3	3	3	3	3	3	3	3	3	30	3,00
R38	3	5	5	5	5	5	5	5	4	4	46	4,60
R39	4	4	4	4	4	4	4	4	4	4	40	4,00
R40	5	5	5	4	4	5	5	4	4	4	45	4,50
R41	2	2	2	2	2	2	2	2	3	3	22	2,20

Kode	X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	X2.7	X2.8	X2.9	X2.10	Total X1	Rata-rata
R84	4	3	3	3	3	3	3	3	3	3	31	3,10
R85	5	5	5	5	4	5	5	5	5	5	49	4,90
R86	5	5	5	5	4	5	4	5	5	5	48	4,80
R87	2	1	2	2	3	3	3	2	3	2	23	2,30
R88	4	4	5	4	4	5	5	5	5	5	46	4,60
R89	4	5	4	5	4	4	4	5	5	5	45	4,50
R90	3	3	3	2	3	3	2	2	2	3	26	2,60
R91	5	5	4	4	5	5	5	5	5	5	48	4,80
R92	4	5	4	5	4	5	4	5	4	5	45	4,50
R93	4	5	4	5	4	3	4	4	4	4	41	4,10
R94	4	5	5	5	5	5	5	5	5	5	49	4,90
R95	5	5	4	5	5	4	4	4	4	5	45	4,50
R96	4	4	4	4	5	5	5	4	5	5	45	4,50
Total	351	356	351	353	350	354	357	358	353	356	3539	354

Keterangan:

Berdasarkan data variabel Kualitas Produk diatas, nampak dari jawaban responden pada indikator X2.8 (Karyawan *Lasonas coffee shop and eatery Sidoarjo* memberikan pelayanan yang baik tanpa memandang status sosial) memiliki nilai yang tertinggi.

Variabel Kualitas Produk (X3)

Kode	X3.1	X3.2	X3.3	X3.4	X3.5	X3.6	X3.7	X3.8	X3.9	X3.10	Total X1	Rata-rata
R1	2	3	3	2	4	4	3	3	4	2	30	3,00
R2	3	2	2	3	3	3	2	2	3	3	26	2,60
R3	3	3	3	2	2	3	3	3	4	3	29	2,90
R4	3	2	3	2	3	3	2	1	2	3	24	2,40
R5	2	2	3	3	2	3	3	2	2	2	24	2,40
R6	3	3	4	3	4	2	2	2	3	4	30	3,00
R7	4	5	4	4	4	4	3	4	4	3	39	3,90
R8	2	3	4	3	3	3	3	3	3	3	30	3,00
R9	5	5	4	3	5	5	4	3	5	4	43	4,30
R10	2	3	3	3	3	4	3	2	3	3	29	2,90
R11	4	4	5	5	4	4	4	4	5	4	43	4,30
R12	3	4	4	2	2	2	2	2	2	2	25	2,50
R13	4	5	5	5	5	4	4	4	5	5	46	4,60
R14	2	3	3	3	3	3	3	2	2	2	26	2,60
R15	4	5	4	4	5	3	3	4	5	5	42	4,20
R16	4	3	2	2	2	2	2	2	2	3	24	2,40
R17	5	5	5	5	5	5	4	4	5	4	47	4,70
R18	3	3	4	4	3	2	2	2	2	2	27	2,70
R19	4	3	5	5	4	5	4	4	4	3	41	4,10
R20	3	3	4	3	2	2	3	2	2	3	27	2,70
R21	5	5	4	4	5	5	4	4	5	5	46	4,60
R22	2	1	2	3	3	1	1	2	3	2	20	2,00
R23	5	5	5	4	5	5	5	3	4	5	46	4,60
R24	3	2	2	2	2	2	3	3	4	3	26	2,60
R25	5	5	4	5	5	5	4	4	4	5	46	4,60
R26	1	1	2	3	3	4	3	3	2	3	25	2,50
R27	5	5	5	5	4	4	5	5	4	4	46	4,60
R28	4	3	3	2	2	3	3	2	2	2	26	2,60
R29	4	5	5	5	4	4	5	5	4	4	45	4,50
R30	4	4	4	4	4	4	4	4	4	4	40	4,00
R31	1	3	3	3	3	3	2	2	2	1	23	2,30
R32	2	2	3	3	2	3	4	4	4	3	30	3,00
R33	5	5	4	5	5	5	4	5	5	4	47	4,70
R34	2	3	3	3	2	2	3	2	2	2	24	2,40
R35	5	4	5	4	5	4	5	5	5	5	47	4,70
R36	3	2	3	2	2	3	3	3	2	2	25	2,50
R37	3	3	3	3	3	3	3	3	3	3	30	3,00
R38	5	5	5	5	5	5	5	4	5	5	49	4,90
R39	5	5	5	5	4	4	5	4	5	4	46	4,60
R40	5	5	4	4	5	5	5	5	4	5	47	4,70
R41	3	3	2	2	3	3	3	2	3	3	27	2,70

Kode	X3.1	X3.2	X3.3	X3.4	X3.5	X3.6	X3.7	X3.8	X3.9	X3.10	Total X1	Rata-rata
R84	3	2	1	2	2	3	3	2	2	2	22	2,20
R85	4	5	4	5	5	5	4	5	5	5	47	4,70
R86	5	5	5	5	5	5	5	5	5	5	50	5,00
R87	3	2	3	2	3	3	2	2	3	2	25	2,50
R88	5	4	5	5	5	5	4	4	5	5	47	4,70
R89	4	4	5	5	5	5	4	5	5	5	47	4,70
R90	3	2	3	3	2	2	2	2	3	2	24	2,40
R91	5	5	4	4	5	5	5	5	5	5	48	4,80
R92	5	5	4	5	4	4	5	5	4	5	46	4,60
R93	3	5	4	5	5	5	4	5	5	5	46	4,60
R94	5	4	5	5	4	5	5	4	5	4	46	4,60
R95	4	4	4	5	5	5	4	4	5	4	44	4,40
R96	5	4	4	4	4	5	5	5	5	5	46	4,60
Total	360	361	354	360	361	366	353	343	358	355	3571	357

Keterangan:

Berdasarkan data variabel Kualitas Produk diatas, nampak dari jawaban responden pada indikator X3.6 (*Lasonas coffee shop and eatery Sidoarjo* menjadikan kebutuhan saya di saat cuaca lagi panas) memiliki nilai yang tertinggi.

Variabel Keputusan Pembelian (Y)

Kode	Y.1	Y.2	Y.3	Y.4	Y.5	Y.6	Y.7	Y.8	Y.9	Y.10	Total X1	Rata-rata
R1	2	1	2	4	3	3	2	2	3	3	25	2,50
R2	4	4	3	2	2	3	3	3	2	2	28	2,80
R3	3	2	2	2	3	3	3	3	2	4	27	2,70
R4	4	3	4	4	3	3	2	2	2	2	29	2,90
R5	3	2	3	2	2	2	2	3	2	3	24	2,40
R6	2	2	2	2	2	2	2	2	2	3	21	2,10
R7	3	4	5	5	5	5	5	4	4	5	45	4,50
R8	3	3	2	2	3	2	3	2	2	2	24	2,40
R9	5	4	4	5	4	5	4	4	5	4	44	4,40
R10	3	2	2	3	3	4	4	4	4	3	32	3,20
R11	5	5	4	4	4	5	4	5	3	4	43	4,30
R12	3	2	3	2	3	3	3	2	2	2	25	2,50
R13	4	4	5	5	5	5	4	5	5	4	46	4,60
R14	2	2	4	4	3	4	4	4	3	3	33	3,30
R15	4	4	5	4	5	4	5	5	5	5	46	4,60
R16	3	3	3	3	3	3	3	2	2	2	27	2,70
R17	4	4	5	4	4	4	3	3	3	5	39	3,90
R18	3	2	3	3	3	1	1	2	3	3	24	2,40
R19	4	5	5	3	3	3	4	4	3	4	38	3,80
R20	2	2	3	2	3	4	3	3	2	3	27	2,70
R21	4	4	4	4	4	5	5	5	5	5	45	4,50
R22	2	2	3	3	3	4	3	3	2	3	28	2,80
R23	5	5	4	4	5	4	4	4	5	4	44	4,40
R24	3	2	2	3	2	3	2	3	3	3	26	2,60
R25	4	5	5	5	4	5	5	4	5	5	47	4,70
R26	3	3	2	2	3	4	3	3	2	3	28	2,80
R27	5	5	5	4	4	5	5	4	4	5	46	4,60
R28	2	3	3	2	1	3	3	3	3	4	27	2,70
R29	4	4	4	5	5	5	4	4	4	5	44	4,40
R30	4	4	4	4	4	4	4	4	4	4	40	4,00
R31	2	2	3	3	2	3	3	2	2	2	24	2,40
R32	3	2	2	3	3	3	2	2	3	3	26	2,60
R33	5	5	5	5	4	4	5	5	4	5	47	4,70
R34	2	2	2	3	3	2	2	2	1	2	21	2,10
R35	5	4	4	5	5	5	5	5	4	4	46	4,60
R36	3	3	3	3	3	3	3	3	2	2	28	2,80
R37	3	3	3	3	3	3	3	3	3	3	30	3,00
R38	5	5	5	5	5	4	5	5	4	5	48	4,80
R39	5	4	5	4	4	4	5	4	5	4	44	4,40
R40	4	5	4	5	5	4	4	5	5	5	46	4,60
R41	2	2	3	3	3	3	2	2	2	3	25	2,50

Kode	Y.1	Y.2	Y.3	Y.4	Y.5	Y.6	Y.7	Y.8	Y.9	Y.10	Total X1	Rata- rata
R84	2	2	2	2	3	3	3	3	3	4	27	2,70
R85	5	5	5	5	4	4	5	5	4	5	47	4,70
R86	5	5	4	5	5	5	5	4	4	5	47	4,70
R87	2	2	2	2	1	3	1	3	3	1	20	2,00
R88	5	5	4	5	5	5	5	5	5	5	49	4,90
R89	4	4	5	5	5	5	5	4	5	4	46	4,60
R90	3	3	3	3	3	3	3	2	2	2	27	2,70
R91	5	5	5	5	4	5	5	4	5	5	48	4,80
R92	5	4	5	5	4	4	4	5	4	5	45	4,50
R93	5	4	4	5	5	5	5	5	4	4	46	4,60
R94	5	5	4	5	4	5	5	4	5	5	47	4,70
R95	5	5	5	5	5	5	5	4	4	5	48	4,80
R96	4	4	4	4	4	5	4	4	5	5	43	4,30
Total	353	347	359	362	354	366	357	349	340	359	3546	355

Keterangan:

Berdasarkan data variabel Keputusan Pembelian diatas, nampak dari jawaban responden pada indikator Y.8 (Konsumen melakukan pembelian produk karena kualitas dari produk) memiliki nilai yang tertinggi.

Lampiran 4: Hasil Uji Statistik pada SPSS**Notes**

Output Created		06-DEC-2022 21:06:10
Comments		
Input	Data	E:\LAPORAN\Olah Data SPSS\Uji Data SPSS.sav
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	N of Rows in Working Data File	96
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics for each pair of variables are based on all the cases with valid data for that pair.
Resources	Processor Time	00:00:00,00
	Elapsed Time	00:00:00,03

Frequencies**Statistics**

Jenis Kelamin

N	Valid	96
	Missing	0
Sum		136

Jenis Kelamin

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Laki laki	56	58.3	58.3	58.3
Perempuan	40	41.7	41.7	100.0
Total	96	100.0	100.0	

Statistics

Sumber Informasi

N	Valid	96
	Missing	0
Sum		231

Sumber Informasi

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Temam	26	27.1	27.1	27.1
	Saudara	25	26.0	26.0	53.1
	Media Sosial	25	26.0	26.0	79.2
	Komunitas	20	20.8	20.8	100.0
	Total	96	100.0	100.0	

Correlations

Notes

Output Created	06-DEC-2022 21:06:10	
Comments		
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	Weight	<none>
	Split File	<none>
	N of Rows in Working Data File	96
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics for each pair of variables are based on all the cases with valid data for that pair.
Syntax	CORRELATIONS /VARIABLES=X1.1 X1.2 X1.3 X1.4 X1.5 X1.6 X1.7 X1.8 X1.9 X1.10 X1 /PRINT=TWOTAIL NOSIG /MISSING=PAIRWISE.	
Resources	Processor Time	00:00:00,00
	Elapsed Time	00:00:00,03

		Correlations					
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6
X1.1	Pearson Correlation	1	.481**	.339**	.386**	.415**	.339**
	Sig. (2-tailed)		.000	.001	.000	.000	.001
	N	96	96	96	96	96	96
X1.2	Pearson Correlation	.481**	1	.425**	.407**	.382**	.416**

Correlations							
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6
	Sig. (2-tailed)	.000		.000	.000	.000	.000
	N	96	96	96	96	96	96
X1.3	Pearson Correlation	.339**	.425**	1	.770**	.708**	.686**
	Sig. (2-tailed)	.001	.000		.000	.000	.000
	N	96	96	96	96	96	96
X1.4	Pearson Correlation	.386**	.407**	.770**	1	.791**	.775**
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	96	96	96	96	96	96
X1.5	Pearson Correlation	.415**	.382**	.708**	.791**	1	.850**
	Sig. (2-tailed)	.000	.000	.000	.000		.000
	N	96	96	96	96	96	96
X1.6	Pearson Correlation	.339**	.416**	.686**	.775**	.850**	1
	Sig. (2-tailed)	.001	.000	.000	.000	.000	
	N	96	96	96	96	96	96
X1.7	Pearson Correlation	.385**	.412**	.705**	.751**	.866**	.878**
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
	N	96	96	96	96	96	96
X1.8	Pearson Correlation	.302**	.425**	.704**	.789**	.837**	.862**
	Sig. (2-tailed)	.003	.000	.000	.000	.000	.000
	N	96	96	96	96	96	96
X1.9	Pearson Correlation	.348**	.379**	.677**	.762**	.793**	.831**
	Sig. (2-tailed)	.001	.000	.000	.000	.000	.000

Correlations							
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6
	N	96	96	96	96	96	96
X1.10	Pearson Correlation	.275**	.335**	.611**	.734**	.737**	.760**
	Sig. (2-tailed)	.007	.001	.000	.000	.000	.000
	N	96	96	96	96	96	96
X1	Pearson Correlation	.478**	.534**	.807**	.879**	.912**	.919**
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
	N	96	96	96	96	96	96

Correlations						
		X1.7	X1.8	X1.9	X1.10	X1
X1.1	Pearson Correlation	.385**	.302**	.348**	.275**	.478**
	Sig. (2-tailed)	.000	.003	.001	.007	.000
	N	96	96	96	96	96
X1.2	Pearson Correlation	.412**	.425**	.379**	.335**	.534**
	Sig. (2-tailed)	.000	.000	.000	.001	.000
	N	96	96	96	96	96
X1.3	Pearson Correlation	.705**	.704**	.677**	.611**	.807**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
X1.4	Pearson Correlation	.751**	.789**	.762**	.734**	.879**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
X1.5	Pearson Correlation	.866**	.837**	.793**	.737**	.912**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
X1.6	Pearson Correlation	.878**	.862**	.831**	.760**	.919**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
X1.7	Pearson Correlation	1	.888**	.856**	.743**	.928**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	96	96	96	96	96
X1.8	Pearson Correlation	.888**	1	.858**	.788**	.927**

Correlations						
		X1.7	X1.8	X1.9	X1.10	X1
	Sig. (2-tailed)	.000		.000	.000	.000
	N	96	96	96	96	96
X1.9	Pearson Correlation	.856**	.858**	1	.815**	.909**
	Sig. (2-tailed)	.000	.000		.000	.000
	N	96	96	96	96	96
X1.10	Pearson Correlation	.743**	.788**	.815**	1	.848**
	Sig. (2-tailed)	.000	.000	.000		.000
	N	96	96	96	96	96
X1	Pearson Correlation	.928**	.927**	.909**	.848**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	96	96	96	96	96
**. Correlation is significant at the 0.01 level (2-tailed).						

Correlations

Notes

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Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics for each pair of variables are based on all the cases with valid data for that pair.

Syntax	CORRELATIONS	
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	/PRINT=TWOTAIL NOSIG	
	/MISSING=PAIRWISE.	
Resources	Processor Time	00:00:00,03
	Elapsed Time	00:00:00,06

Correlations

	X2.1	X2.2	X2.3	X2.4	X2.5	X2.6
X2.1 Pearson Correlation	1	.823**	.808**	.806**	.723**	.745**
Sig. (2-tailed)		.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X2.2 Pearson Correlation	.823**	1	.836**	.855**	.760**	.741**
Sig. (2-tailed)	.000		.000	.000	.000	.000
N	96	96	96	96	96	96
X2.3 Pearson Correlation	.808**	.836**	1	.800**	.741**	.768**
Sig. (2-tailed)	.000	.000		.000	.000	.000
N	96	96	96	96	96	96
X2.4 Pearson Correlation	.806**	.855**	.800**	1	.801**	.836**
Sig. (2-tailed)	.000	.000	.000		.000	.000
N	96	96	96	96	96	96
X2.5 Pearson Correlation	.723**	.760**	.741**	.801**	1	.850**
Sig. (2-tailed)	.000	.000	.000	.000		.000
N	96	96	96	96	96	96

Correlations						
	X2.1	X2.2	X2.3	X2.4	X2.5	X2.6
X2.6 Pearson Correlation	.745**	.741**	.768**	.836**	.850**	1
Sig. (2-tailed)	.000	.000	.000	.000	.000	
N	96	96	96	96	96	96
X2.7 Pearson Correlation	.753**	.703**	.775**	.743**	.752**	.812**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X2.8 Pearson Correlation	.729**	.739**	.740**	.813**	.699**	.804**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X2.9 Pearson Correlation	.745**	.734**	.749**	.783**	.690**	.799**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X2.10 Pearson Correlation	.790**	.785**	.775**	.790**	.729**	.758**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X2 Pearson Correlation	.887**	.893**	.893**	.920**	.865**	.906**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96

Correlations

	X2.7	X2.8	X2.9	X2.10	X2
X2.1 Pearson Correlation	.753**	.729**	.745**	.790**	.887**
Sig. (2-tailed)	.000	.000	.000	.000	.000

Correlations

	X2.7	X2.8	X2.9	X2.10	X2
N	96	96	96	96	96
X2.2 Pearson Correlation	.703**	.739**	.734**	.785**	.893**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X2.3 Pearson Correlation	.775**	.740**	.749**	.775**	.893**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X2.4 Pearson Correlation	.743**	.813**	.783**	.790**	.920**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X2.5 Pearson Correlation	.752**	.699**	.690**	.729**	.865**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X2.6 Pearson Correlation	.812**	.804**	.799**	.758**	.906**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X2.7 Pearson Correlation	1	.819**	.831**	.780**	.890**
Sig. (2-tailed)		.000	.000	.000	.000
N	96	96	96	96	96
X2.8 Pearson Correlation	.819**	1	.864**	.819**	.896**
Sig. (2-tailed)	.000		.000	.000	.000
N	96	96	96	96	96
X2.9 Pearson Correlation	.831**	.864**	1	.846**	.898**
Sig. (2-tailed)	.000	.000		.000	.000
N	96	96	96	96	96
X2.10 Pearson Correlation	.780**	.819**	.846**	1	.902**
Sig. (2-tailed)	.000	.000	.000		.000
N	96	96	96	96	96
X2 Pearson Correlation	.890**	.896**	.898**	.902**	1
Sig. (2-tailed)	.000	.000	.000	.000	
N	96	96	96	96	96

** . Correlation is significant at the 0.01 level (2-tailed).

Correlations

Notes

Output Created	06-DEC-2022 21:07:01	
Comments		
Input	Data	E:\LAPORAN\Olah Data SPSS\Uji Data SPSS.sav
	Active Dataset	DataSet0
	Filter	<none>
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	N of Rows in Working Data File	96
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics for each pair of variables are based on all the cases with valid data for that pair.
Syntax	CORRELATIONS /VARIABLES=X3.1 X3.2 X3.3 X3.4 X3.5 X3.6 X3.7 X3.8 X3.9 X3.10 X3 /PRINT=TWOTAIL NOSIG /MISSING=PAIRWISE.	
Resources	Processor Time	00:00:00,05
	Elapsed Time	00:00:00,06

Correlations

	X3.1	X3.2	X3.3	X3.4	X3.5	X3.6
X3.1 Pearson Correlation	1	.837**	.729**	.697**	.770**	.741**
Sig. (2-tailed)		.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X3.2 Pearson Correlation	.837**	1	.799**	.747**	.806**	.773**

Correlations

	X3.1	X3.2	X3.3	X3.4	X3.5	X3.6
Sig. (2-tailed)	.000		.000	.000	.000	.000
N	96	96	96	96	96	96
X3.3 Pearson Correlation	.729**	.799**	1	.789**	.744**	.709**
Sig. (2-tailed)	.000	.000		.000	.000	.000
N	96	96	96	96	96	96
X3.4 Pearson Correlation	.697**	.747**	.789**	1	.799**	.750**
Sig. (2-tailed)	.000	.000	.000		.000	.000
N	96	96	96	96	96	96
X3.5 Pearson Correlation	.770**	.806**	.744**	.799**	1	.849**
Sig. (2-tailed)	.000	.000	.000	.000		.000
N	96	96	96	96	96	96
X3.6 Pearson Correlation	.741**	.773**	.709**	.750**	.849**	1
Sig. (2-tailed)	.000	.000	.000	.000	.000	
N	96	96	96	96	96	96
X3.7 Pearson Correlation	.771**	.780**	.736**	.757**	.722**	.806**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X3.8 Pearson Correlation	.737**	.787**	.702**	.803**	.765**	.783**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X3.9 Pearson Correlation	.741**	.761**	.723**	.761**	.825**	.787**

Correlations

	X3.1	X3.2	X3.3	X3.4	X3.5	X3.6
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X3.10 Pearson Correlation	.785**	.777**	.698**	.734**	.813**	.757**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
X3 Pearson Correlation	.876**	.905**	.852**	.877**	.908**	.891**
Sig. (2-tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96

Correlations

	X3.7	X3.8	X3.9	X3.10	X3
X3.1 Pearson Correlation	.771**	.737**	.741**	.785**	.876**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.2 Pearson Correlation	.780**	.787**	.761**	.777**	.905**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.3 Pearson Correlation	.736**	.702**	.723**	.698**	.852**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.4 Pearson Correlation	.757**	.803**	.761**	.734**	.877**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.5 Pearson Correlation	.722**	.765**	.825**	.813**	.908**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.6 Pearson Correlation	.806**	.783**	.787**	.757**	.891**
Sig. (2-tailed)	.000	.000	.000	.000	.000
N	96	96	96	96	96
X3.7 Pearson Correlation	1	.870**	.783**	.805**	.900**

Correlations

	X3.7	X3.8	X3.9	X3.10	X3
Sig. (2-tailed)		.000	.000	.000	.000
N	96	96	96	96	96
X3.8 Pearson Correlation	.870**	1	.837**	.816**	.909**
Sig. (2-tailed)	.000		.000	.000	.000
N	96	96	96	96	96
X3.9 Pearson Correlation	.783**	.837**	1	.817**	.903**
Sig. (2-tailed)	.000	.000		.000	.000
N	96	96	96	96	96
X3.10 Pearson Correlation	.805**	.816**	.817**	1	.898**
Sig. (2-tailed)	.000	.000	.000		.000
N	96	96	96	96	96
X3 Pearson Correlation	.900**	.909**	.903**	.898**	1
Sig. (2-tailed)	.000	.000	.000	.000	
N	96	96	96	96	96

** . Correlation is significant at the 0.01 level (2-tailed).

CORRELATIONS

```

/VARIABLES=Y.1 Y.2 Y.3 Y.4 Y.5 Y.6 Y.7 Y.8 Y.9 Y.10 Y
/PRINT=TWOTAIL NOSIG
/MISSING=PAIRWISE.

```

Correlations

Notes

Output Created		06-DEC-2022 21:07:26
Comments		
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	Weight	<none>
	Split File	<none>
	N of Rows in Working Data File	96
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.

Syntax	Cases Used	Statistics for each pair of variables are based on all the cases with valid data for that pair. CORRELATIONS /VARIABLES=Y.1 Y.2 Y.3 Y.4 Y.5 Y.6 Y.7 Y.8 Y.9 Y.10 Y /PRINT=TWOTAIL NOSIG /MISSING=PAIRWISE.
Resources	Processor Time Elapsed Time	00:00:00,02 00:00:00,02

Correlations

	Y.1	Y.2	Y.3	Y.4	Y.5	Y.6
Y.1 Pearson Correlation	1	.876**	.798**	.801**	.774**	.736**
Sig. (2- tailed)		.000	.000	.000	.000	.000
N	96	96	96	96	96	96
Y.2 Pearson Correlation	.876**	1	.842**	.787**	.767**	.746**
Sig. (2- tailed)	.000		.000	.000	.000	.000
N	96	96	96	96	96	96
Y.3 Pearson Correlation	.798**	.842**	1	.848**	.752**	.756**
Sig. (2- tailed)	.000	.000		.000	.000	.000
N	96	96	96	96	96	96
Y.4 Pearson Correlation	.801**	.787**	.848**	1	.860**	.791**
Sig. (2- tailed)	.000	.000	.000		.000	.000
N	96	96	96	96	96	96
Y.5 Pearson Correlation	.774**	.767**	.752**	.860**	1	.760**
Sig. (2- tailed)	.000	.000	.000	.000		.000

Correlations

	Y.1	Y.2	Y.3	Y.4	Y.5	Y.6
N	96	96	96	96	96	96
Y.6 Pearson Correlation	.736**	.746**	.756**	.791**	.760**	1
Sig. (2- tailed)	.000	.000	.000	.000	.000	
N	96	96	96	96	96	96
Y.7 Pearson Correlation	.792**	.803**	.764**	.766**	.773**	.836**
Sig. (2- tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
Y.8 Pearson Correlation	.758**	.758**	.745**	.744**	.733**	.764**
Sig. (2- tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
Y.9 Pearson Correlation	.731**	.719**	.707**	.771**	.708**	.739**
Sig. (2- tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
Y.10 Pearson Correlation	.722**	.729**	.720**	.717**	.729**	.715**
Sig. (2- tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96
Y Pearson Correlation	.900**	.905**	.893**	.909**	.883**	.881**
Sig. (2- tailed)	.000	.000	.000	.000	.000	.000
N	96	96	96	96	96	96

Correlations

		Y.7	Y.8	Y.9	Y.10	Y
Y.1	Pearson Correlation	.792**	.758**	.731**	.722**	.900**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.2	Pearson Correlation	.803**	.758**	.719**	.729**	.905**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.3	Pearson Correlation	.764**	.745**	.707**	.720**	.893**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.4	Pearson Correlation	.766**	.744**	.771**	.717**	.909**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.5	Pearson Correlation	.773**	.733**	.708**	.729**	.883**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.6	Pearson Correlation	.836**	.764**	.739**	.715**	.881**
	Sig. (2-tailed)	.000	.000	.000	.000	.000
	N	96	96	96	96	96
Y.7	Pearson Correlation	1	.823**	.780**	.776**	.913**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	96	96	96	96	96
Y.8	Pearson Correlation	.823**	1	.784**	.773**	.885**
	Sig. (2-tailed)	.000		.000	.000	.000
	N	96	96	96	96	96
Y.9	Pearson Correlation	.780**	.784**	1	.758**	.865**
	Sig. (2-tailed)	.000	.000		.000	.000
	N	96	96	96	96	96
Y.10	Pearson Correlation	.776**	.773**	.758**	1	.858**
	Sig. (2-tailed)	.000	.000	.000		.000
	N	96	96	96	96	96
Y	Pearson Correlation	.913**	.885**	.865**	.858**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	96	96	96	96	96

** . Correlation is significant at the 0.01 level (2-tailed).

Reliability**Scale: ALL VARIABLES****Case Processing Summary**

		N	%
Cases	Valid	96	100.0
	Excluded ^a	0	.0
	Total	96	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
.990	40

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X1.1	143.98	1536.315	.325	.990
X1.2	144.04	1528.167	.407	.990
X1.3	144.24	1496.774	.710	.990
X1.4	144.25	1482.147	.828	.989
X1.5	144.55	1474.503	.822	.989
X1.6	144.56	1469.007	.816	.989
X1.7	144.49	1470.947	.828	.989
X1.8	144.49	1466.568	.862	.989
X1.9	144.52	1468.610	.878	.989
X1.10	144.44	1466.312	.889	.989
X2.1	144.41	1475.781	.863	.989

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation	Cronbach's Alpha if Item Deleted
X2.2	144.35	1475.263	.868	.989
X2.3	144.41	1480.075	.877	.989
X2.4	144.39	1475.671	.894	.989
X2.5	144.42	1485.488	.826	.989
X2.6	144.37	1477.163	.864	.989
X2.7	144.34	1479.660	.854	.989
X2.8	144.33	1480.372	.868	.989
X2.9	144.39	1480.071	.879	.989
X2.10	144.35	1476.252	.877	.989
X3.1	144.31	1476.386	.875	.989
X3.2	144.30	1472.697	.878	.989
X3.3	144.37	1491.163	.792	.989
X3.4	144.31	1482.575	.853	.989
X3.5	144.30	1476.171	.872	.989
X3.6	144.25	1481.200	.860	.989
X3.7	144.39	1479.103	.876	.989
X3.8	144.49	1472.779	.884	.989
X3.9	144.33	1473.846	.861	.989
X3.10	144.36	1475.771	.881	.989
Y.1	144.39	1476.113	.882	.989
Y.2	144.45	1468.524	.901	.989
Y.3	144.32	1478.874	.873	.989
Y.4	144.29	1477.640	.864	.989
Y.5	144.37	1482.300	.847	.989
Y.6	144.25	1487.537	.806	.989
Y.7	144.34	1477.154	.849	.989
Y.8	144.43	1484.921	.839	.989
Y.9	144.52	1480.757	.846	.989
Y.10	144.32	1481.947	.859	.989

Regression**Notes**

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Comments		
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	N of Rows in Working Data File	96
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on cases with no missing values for any variable used.
Syntax		REGRESSION /DESCRIPTIVES MEAN STDDEV CORR SIG N /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA COLLIN TOL /CRITERIA=PIN(.05) POUT(.10) /NOORIGIN /DEPENDENT Y /METHOD=ENTER X1 X2 X3 /SCATTERPLOT=(*SRESID,*ZPRED) /RESIDUALS DURBIN HISTOGRAM(ZRESID) NORMPROB(ZRESID).
Resources	Processor Time	00:00:04,67
	Elapsed Time	00:00:01,52
	Memory Required	5152 bytes
	Additional Memory Required for Residual Plots	648 bytes

Descriptive Statistics

	Mean	Std. Deviation	N
Y	36.94	10.271	96
X1	37.06	9.925	96
X2	36.86	10.351	96
X3	37.20	10.414	96

Correlations

		Y	X1	X2	X3
Pearson Correlation	Y	1.000	.848	.938	.957
	X1	.848	1.000	.874	.852
	X2	.938	.874	1.000	.950
	X3	.957	.852	.950	1.000
Sig. (1-tailed)	Y	.	.000	.000	.000
	X1	.000	.	.000	.000
	X2	.000	.000	.	.000
	X3	.000	.000	.000	.
N	Y	96	96	96	96
	X1	96	96	96	96
	X2	96	96	96	96
	X3	96	96	96	96

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 ^b	.	Enter

a. Dependent Variable: Y

b. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.962 ^a	.925	.923	2.859	2.155

a. Predictors: (Constant), X3, X1, X2

b. Dependent Variable: Y

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	9269.864	3	3089.955	378.146	.000 ^b
	Residual	751.761	92	8.171		
	Total	10021.625	95			

a. Dependent Variable: Y

b. Predictors: (Constant), X3, X1, X2

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	.955	0.154		5.827	.010		
	X1	.564	.661	.661	6.037	.002	.232	4.312
	X2	.756	.799	.758	7.591	.001	.182	6.143
	X3	.650	.091	.660	7.141	.000	.396	8.460

a. Dependent Variable: Y

Collinearity Diagnostics^a

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions			
				(Constant)	X1	X2	X3
1	1	3.935	1.000	.00	.00	.00	.00
	2	.050	8.871	.96	.01	.01	.01
	3	.011	18.640	.03	.94	.05	.13
	4	.004	33.506	.00	.04	.94	.86

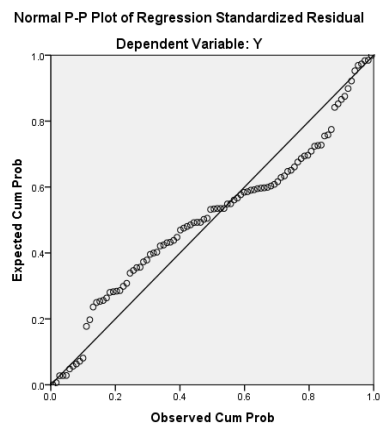
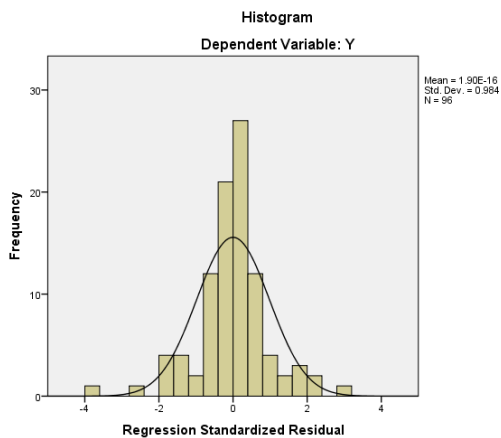
a. Dependent Variable: Y

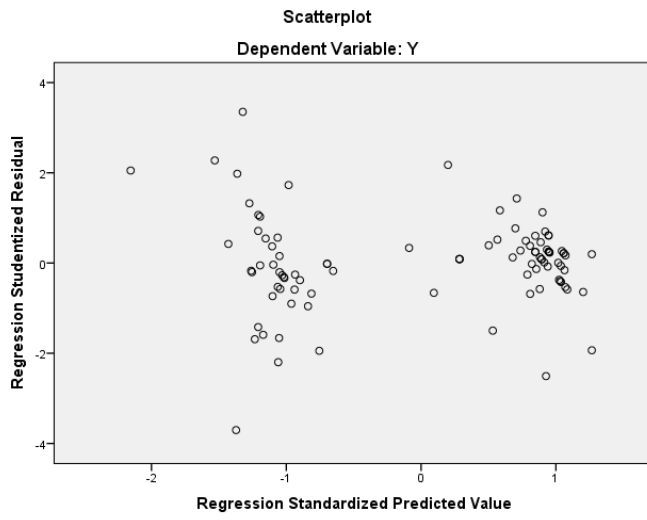
Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	15.66	49.45	36.94	9.878	96
Std. Predicted Value	-2.154	1.266	.000	1.000	96
Standard Error of Predicted Value	.306	1.407	.550	.196	96
Adjusted Predicted Value	14.56	49.61	36.94	9.898	96
Residual	-10.377	9.130	.000	2.813	96
Std. Residual	-3.630	3.194	.000	.984	96
Stud. Residual	-3.704	3.352	.000	1.018	96
Deleted Residual	-10.801	10.055	.001	3.016	96
Stud. Deleted Residual	-3.993	3.558	-.001	1.046	96
Mahal. Distance	.101	22.017	2.969	3.405	96
Cook's Distance	.000	.386	.019	.056	96
Centered Leverage Value	.001	.232	.031	.036	96

a. Dependent Variable: Y

Charts





Lampiran 5 Lembar Revisi

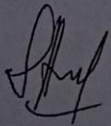
PROGRAM ADMINISTRASI NIAGA
FAKULTAS ILMU SOSIAL DAN ILMU POLITIK
UNIVERSITAS 17 AGUSTUS 1945 SURABAYA

LEMBAR REVISI UJIAN SKRIPSI

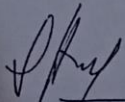
Nama : Pawit
NIM : 1121800066
Hari/ Tanggal Ujian : 22 Desember 2022

Catatan Perbaikan:

Surabaya,
Persetujuan Dosen Penguji Telah Revisi/Perbaikan,

()

Revisi dari Dosen Penguji,

()
Sri Andayani

PROGRAM STUDI ILMU ADMINISTRASI NIAGA
FAKULTAS ILMU SOSIAL DAN ILMU POLITIK
UNIVERSITAS 17 AGUSTUS 1945 SURABAYA

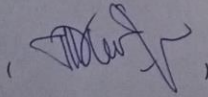
LEMBAR REVISI SKRIPSI

Nama : Pawit
NIM : 1121800066
Hari/ Tanggal Ujian : Kamis, 22 Desember 2022

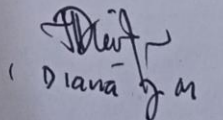
Catatan Perbaikan:

Handwritten mark resembling a large '2' or a checkmark on the lined area.

Surabaya,
Persetujuan Dosen Penguji Telah Revisi/Perbaikan,



Revisi dari Dosen Penguji,



(Diana J M)

Halaman ini sengaja dikosongkan

Lampiran 5 : Hasil Turnitin

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PRIMARY SOURCES

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